TESTIMONY BY

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PRESIDENT
HAWAII FARM BUREAU FEDERATION

BEFORE THE
U.S. HOUSE COMMITTEE ON AGRICULTURE
SUBCOMMITTEE ON LIVESTOCK AND HORTICULTURE

WASHINGTON D.C.
SEPTEMBER 26, 2006

Good Morning Chairman Hayes and Members of the Subcommittee. Thank you for this opportunity to testify here today on specialty crops, an issue critical to Hawaii and many of the States across the nation. My name is Dean Okimoto and I am the owner operator of Nalo Farms in Waimanalo, Hawaii. We grow a wide range of specialty vegetables, as well as assist farmers on Oahu, Maui, Kauai and the Big Island in direct marketing of their products to restaurants.

I am a strong advocate of agriculture and serve on the Dean's Advisory Council for the University of Hawaii, as well as on the Boards of many organizations affiliated with agriculture in Hawaii. I come before you today, as the president of the Hawaii Farm Bureau Federation, representing 1,600 farm families and organizations across the State.

None of the crops grown in Hawaii are included in USDA programs that receive direct payments from the Federal Government. Our crops range from pineapples to kawa. As interest in renewable fuels increases, alternative crop such as Jatropha for biofuel production are also being explored. In terms of size, our farms are small – almost micro in size with a 25 acre farm considered large in the State. My own farm is just 5 acres in size. As such, innovation to improve productivity, seeking ways to obtain a larger market shares in an increasingly global market, meeting regulatory requirements and invasive species threats, and containing increasing costs are challenges that face us everyday.

Hawaii has been reported as one of the States with increasing number of farms in the census records. This is because of a transition from large corporate farms to smaller private farms.

Definition of Specialty Crops

The definition of a specialty crop varies widely within various Federal Programs. The House Subcommittee on Specialty Crops and Foreign Agriculture Programs, lists peanuts, sugar and tobacco while the just released rule for the Specialty Crop Block Grant Program defines specialty crops as: "fruits and vegetables, tree nuts, dried fruits, and nursery crops(including floriculture)" .

The Specialty Crop Block Grant Program does so, recognizing the comments by various states about the need for inclusivity of various other crops. The report his definition justifying its' decision by saying that "…*additions beyond the language reflected in the Act would be counter productive given the numerous commodities that come within the definition of specialty crops. USDA will work with State departments of agriculture in providing further assistance with this definition*."

It would appear that the Federal definition should be broad and all encompassing to provide flexibility to the States in carrying out the intent of this Block Grant Program efficiently. Working with each individual State to look at crops falling outside of the existing definition appears to be counterproductive. The definition is also unusual in

identifying “dried fruits” as a specialty crop. A dried fruit would be the result of a process compared to the crop would just be a fruit.

In our testimony we are addressing the needs of all of the crops grown in Hawaii that are not program crops. We strongly urge developing a consistent definition for specialty crops that can be used across various programs. Recognizing variations between states, specialty crops should be defined as “non-program crops”.

Trade Agreements

Yesterday was the deadline for comments to Thailand’s request to allow the movement of six Thailand fruit into the U.S. with irradiation as a quarantine treatment. Thailand may have gotten a somewhat accelerated review because Thailand prepared its own pest risk assessment and USDA policy is to generally review these kinds of requests on a faster tract than requests where USDA has to do the PRA. This application occurs just as Hawaii’s tropical fruit industry is in the process of expanding due to the success of the Areawide Fruitfly Program. Hawaii has long been isolated from the continental U.S., not only because of our geography but because of the presence of fruitflies in our State. The areawide control program has been a tremendous success and has prompted other countries to come to Hawaii to learn from this program. More importantly, our farmers have been provided an opportunity to begin planning niche fruit crops – rambutan, mangosteen, lychee …exotic fruits with significant export market potential. There has been much enthusiasm about a major expansion of tropical crops into currently idle agricultural lands with expectations of access to export markets. Yet, now, these are the very fruits that Thailand seeks to have fast tracked for export into the United States, and we understand that Malaysia will be next. While we understand the need for free trade, it will be very difficult for a small state such as ours to compete with these countries. We have already seen many of our local orchid farmers go out of business due to the free trade agreement with Thailand. When you come to Hawaii and are greeted with a lei, chances are, that lei is made with flowers from Thailand …not grown in Hawaii. We find it a shame that what is taken for granted to be a trademark of the islands is one that is often times made from flowers grown outside of our state.

We also understand that within the trade discussions is an effort for free trade of coffee into Thailand, using the value added component of coffee to justify it as a U.S. product. We are concerned that this may have unintended consequences. What are the implications to the U.S. farmer if increasing numbers of our value added companies import cheap foreign raw products and subsequently turn them into high value added goods? Country of origin labeling requirements could assist in providing an identity to U.S. grown products. However, as we embark down this path, cost, enforcement and other details need to be worked out to ensure market benefit is realized for the effort.

Both of these examples emphasize the need for the Farm Policy to recognize that while there can be overriding benefits to American Agriculture, there may be commodities or groups that will be negatively impacted. These impacts are greater with specialty crops than program crops as the over all volume of any one crop will tend to be small and

regional. This emphasizes the need for strong R&D support for agricultural enterprises in negatively impacted areas such as those in Hawaii which must constantly be at the front end of new product development and productivity improvements to remain viable and competitive in the global market.

Water Resources

Agriculture cannot happen without water. Hawaii's delayed statehood has excluded our state from most of the programs under the Department of Interior, Bureau of Reclamation Program. As such, throughout our history major irrigation infrastructure in the State was constructed and maintained using private funds. As Hawaii's water needs have grown, water source development has not kept pace with demand. Also as many of the large agricultural operations exited the scene, many of these systems have fallen into disrepair. Hawaii, through our NRCS and SWCD programs, has used the Small Watershed Rehabilitation Program, specifically, Section 14 of the Watershed Protection and Flood Prevention Act (16 U.S.C. 1012) to construct reservoirs for increased storage capacity or to assist in the repair of some of these systems. We respectfully urge that funding of this provision continue for situations such as ours to allow leveraging of local and State funding.

Farm Policy should have as a priority, Federal assistance to provide affordable and reliable water to farmers and ranchers. Such assistance should be leveraged with local and private funding that currently occurs through the Natural Resources Conservation Service Programs.

Labor

To be successful, farmers are finding themselves needing to transition from traditional commodity crops such as cabbage, lettuce, and broccoli, to specialty crops such as salad greens, kabocha, baby vegetables and exotic flowers and fruits, all of which tend to be more labor intensive.

We are faced with two challenges. Lands previously used for sugarcane and pineapple production have been abandoned, and other farmers have retired or quit due to lack of viability. There is tremendous pressure for non-agricultural development on these lands, and retiring farmers are finding the financial gain from non-agricultural developments far more profitable than keeping their lands in agriculture without a successor or due to lack of labor. New farmers tend to be immigrants, unfamiliar with U.S. laws. As in the rest of the country, we are finding ourselves needing to depend on immigrant labor. Most recently, several of our farms faced several weeks of loss as the local labor contractor, Global Horizons, was found to be in violation of State Workers Compensation and Unemployment Insurance requirements.

Farm Policy should support regulatory mechanisms to provide farmers and ranchers with farm labor and expanded extension capabilities to train workers as well as new farmers and ranchers.

Research and Development

In the area of foreign trade, the challenges that face Hawaii and its' specialty crop production were highlighted. To stay ahead of foreign competition, our growers must constantly develop new crops, new varieties or new products that are unique in the marketplace. This requires significant resources to be expended for Research and Development.

Currently, all of our crops depend on the fresh market with very little value added product development in the State. Much has to do with the very small size of our enterprises that often cannot justify the capital requirements to make the value added operation financially feasible. Efforts need to be identified to facilitate cooperative value added industries. This will help our farmers and ranchers weather production variations as well as expand their revenue base.

The availability of non-competitive funding for Research and Development is important for small institutions such as the University of Hawaii, the primary agricultural research organization in Hawaii. As many of our crops are specialty and are often unique to our State, competitive funding is difficult. This also means that our limited staffing at the University must expend resources to apply for grants that may not be awarded. Formula funds provided by the Hatch and Mackinnis-Stennis funding programs were critical for institutions such as the University of Hawaii to help specialty crop development. We recognize that allowances have been made in the competitive grant process for institutions that have not had their "share" of awards in the past. However, the list is long. So while it increases the chance of award, it does not guarantee it …in the mean time, the research need is immediate.

Research by itself does not contribute to successful agriculture. The research must be translated to actual farm practice. The Cooperative Extension system must be bolstered to meet the needs of a rapidly evolving specialty farm industry. Unlike commodity crops such as corn and soybeans, acreages of any individual specialty crop will be small with one farmer planting a multitude of different crops. The services of Extension Agents that are current with changing technologies will be invaluable to assist the farmers increase their viability. Additionally, many farmers may be immigrant farmers who are unfamiliar with U.S. laws. They will need to be trained to ensure the practice of good environmental stewardship.

Biotechnology has saved one of our flagship crops, papaya. Genetically modified papaya known as Rainbow has brought papaya production back to the Big Island. We look towards biotech for solutions to banana bunchy top and other diseases that have long plagued our major crops. The ability to grow three to four generations of seed crops in a single year has placed Hawaii at the epicenter for the production of corn and soybeans. Farmers in the continental United States and across the world benefit from research that is done in Hawaii. All of this serves to put Hawaii at the epicenter of the GM debate. We are the focus of activist groups from the mainland as well as globally. To date, we have been fortunate with only limited vandalism. In addition, the importance of

developing communication and strong science based coexistence practices cannot be understated. Under a mandate from the Hawaii Legislature, the Hawaii Farm Bureau has embarked on a task to develop Coexistence Best Management Practices in Hawaii. This is critical as we seek to strengthen our local organic industry due to increasing consumer demand and invasive species threats (covered in Regional Challenges section). R&D support to develop coexistence practices concurrent with biotechnology advancements is important for overall farm viability.

The expansion of wildlife and natural area activities have made wildlife populations greater than ever before. Our farmers are finding themselves attacked by birds –3.5 ft. tall turkeys, Chinese ringneck pheasants, axis deer and wild pigs. Unlike insects and diseases, control measures are not readily available. Adequate funding to identify control mechanisms for these pests is critical for expansion of our specialty crops.

Farm Policy must recognize the Research and Development needs of specialty crops. The cost of the research will be more expensive than commodity crops as the total acreage will be less. Yet, it is critical for crop expansion for the country to reach significant levels of self sustainability.

Conservation and Farmland Protection Programs

We applaud increased focus on agri-environment programs over retirement programs in the 2002 Farm Bill. However, as the United States looks towards more green box solutions to address trade distortion issues, it is important that the programs focus towards increasing farm viability with a side benefit of conservation. Good farmers are stewards of the land, taking conservation as a core value. After all, the land and water associated with it are a farmer's primary asset without which he could not farm. So by increasing a farm's viability, one would ensure that good stewardship of the land can continue. We see this in Hawaii…….where lands were in large scale corporate agriculture, soil conservation practices were maintained. As the lands were abandoned, there were no stewards of the land and erosion problems have ensued. Conservation programs funded through the USDA should be focused on working land conservation practices. Conservation practices initiated and not associated with active agriculture should be funded by the EPA or Department of Interior as an Open Space program.

Recently, a series of listening sessions were conducted across the nation, between the Department of Interior, Department of Agriculture and other agencies. The original intent of President Bush's initiative was to form a collaborative relationship between the various agencies to foster the "use, enhancement, and enjoyment of natural resources, protection of the environment, or both, and that involve collaborative activity among Federal, State, local and tribal governments, private, for-profit and nonprofit institutions, and other nongovernmental entities and individuals". However, this original intent seems to have evolved to a total focus on conservation without a balance of the use of resources. We find this very disturbing. There also seems to be a lack of recognition of a very valuable part of USDA – the Natural Resources Conservation Service. This body together with local soil and water conservation districts play a major role in helping

specialty crop farmers prepare farm plans. Yet as the number of farmers requiring such assistance is on the increase, our local NRCS is faced with technical program assistance funding cuts due to reallocation to competitive grant programs. We strongly urge reconsideration of such program shifts and request restoration of funding to provide local technical assistance that can be leveraged with local funding. The SWCD program utilized local volunteers to carry out its mission …the core intent of Cooperative Conservation.

The Hawaii State Constitution requires the conservation and protection of important agricultural lands in Hawaii. In 2005, nearly 30 years since its' enactment in the Constitution, the Farm Bureau along with the Land Use Research Foundation, made up of landowners, successfully enacted legislation to begin the implementation process. The process requires programs and policy changes that will support viable farm and ranching operations which in turn will justify dedication of lands for agricultural use for long periods of time. Transfer of Development Rights and Purchase of Development Rights are expected to be tools used in this implementation process. The USDA Farmland Protection Program is expected to be an important part of our program.

Farm policy for addressing "Green Box" issues should limit is programs to those that benefit working farms. Conservation programs that mainly result in "open space" should look to EPA or DOI for funding.

Regional Challenges

Hawaii is the 50th State, yet, our isolated location has separated us from the contiguous states of the Union not only geographically but in how interstate movement of goods is accomplished.

Invasive Species

Hawaii relies on the authority of the U.S. Department of Agriculture to prevent entry of pests into our state. **In fact, by federal law, we, as a state, are prohibited from controlling, eradicating or preventing a plant pest from entering the state from any foreign origin.** While there is a federal process in place to evaluate the risk of foreign importations, state comments are virtually ignored by USDA and USFWS. In the case of Taiwan phalaenopsis orchids, a simple pesticide treatment would have addressed Hawaii's concerns on red imported fire ants, snails and slugs, and biting midges, any of which, if introduced, poses a serious threat to our agriculture, economy, tourism, and native biota.

The State has 55 Plant Quarantine Inspectors. The Federal quarantine system has 450 USDA inspectors and staff in Hawaii, with Customs and Border Protection having 55, outnumbering the State by ten times. And yet, in the last five years, while our 55 inspectors found 31 ants in foreign and 217 in domestic shipments, over 500 federal inspectors found not one single ant in any foreign or domestic shipment. We have serious concerns when one single ant species alone, such as the red imported fire ant is

estimated to cost Hawaii almost $200 million annually if it should get established in the State.

The rate of invasion in Hawaii by invasive species is more than a million times the natural colonization rate and nearly twice the number absorbed by the entire North American continent. Federal agencies acknowledge these findings but have failed to implement any corrective actions that would provide substantial protection. As such, we are left vulnerable to having additional quarantines placed on Hawaii and Hawaii's agricultural products in order to protect the continental U.S. or to other Pacific Island regions, countries and territories.

While we recognize that interference of foreign trade is not acceptable, stronger emphasis for phytosanitary certificates and other inspection procedures prior to export should be a condition in Free Trade negotiations. Otherwise, subtropical states such as ours, where bugs and diseases thrive, with no seasonal kill as in temperate regions will be disproportionately disadvantaged from global traffic. Farm Policy should strongly address protection of American agriculture from invasive species, as we pursue Free Trade Policies.

Transportation

Alaska and Hawaii face unique challenges not faced by their peers on the Continental U.S. When shopping for their farm inputs, more often than not, our specialty crop growers are faced with a statement "Free shipping within the contiguous U.S.. See *** for Alaska and Hawaii." The 2002 Farm Bill authorized a report to identify transportation disadvantages for farmers and ranchers located in the non-contiguous states. The report found:

"Inadequate port infrastructure, limited access to freight service, and the low priority often given by transportation providers to handling agricultural commodities often create physical and economic barriers that make it difficult for farm producers and ranchers in geographically insular areas to compete successfully with U.S. mainland producers. Furthermore, many of the non-contiguous U.S. States and Territories consist of islands or chains of islands, where local farmers and ranchers are obliged to rely exclusively on either sea or air transportation to ship their cargo to the U.S. mainland and other destination markets."

Recommendations were suggested to help the farmers obtain parity but many actions require change in current programs and policies. We respectfully request programs language in the new Farm Bill to help implement these recommendations.

Farm Policies should recognize regional differences and help farmers and ranchers have a reasonable level of parity within the nation. The Specialty Crop Block Grant Program is a good example of implementing such policies.

Summary

In closing, as Hawaii moves forward to transition for large scale corporate farms to a mixture of corporate farms and small specialty crop farming, we find a need to have a

cohesive plan of accomplishing this task. All of our crops are specialty crops. The Hawaii Department of Agriculture has developed, together with industry input, a Hawaii Biosecurity Plan. We have attached this plan to this document to provide insight on how we as a State plan to move forward, in collaboration with various Federal, State, and local agencies, together with the private and non-profit sectors of the community.

In summary, we respectfully request that specialty crops be clearly defined to include all non-program crops and that all Farm Policies have programs that assist working farms and ranches as their goal, for without viable farms we do not have agriculture – we have open space.

Thank you for this opportunity to provide our input into the important matter. I will be happy to answer any questions.

Attachment A

Hawaii Biosecurity Plan

The introduction of new, non-native pests whether 1) ***unintentionally*** through commodities moved in foreign and domestic commerce, vacationing visitor carried commodities, military personnel and equipment, etc. or 2) ***intentionally*** by smugglers or bioterrorists can greatly harm Hawaii's agriculture, environment, economy, and its citizens. Only a comprehensive, effective biosecurity system will prevent the harm that new, non-native pests and bioterrorist acts can cause.

The world is growing increasingly smaller due to globalization and other forces. Developing countries are highly dependent on their ability to produce and export products. Public demand for a wide variety of products is increasing rapidly. The demand for food and building and other products that can carry pests is driven by Hawaii's growing population and increase in tourism. Hawaii is 85% dependent on imports for its food, building and other supplies. As the quantity and variety of imports increases—especially of high risk commodities--, so does the risk that new, non-native pests will enter, colonize, and spread. Hawaii's citizens and conservation, invasive species, and environmental groups are increasingly aware of and concerned about the potential pest incited damage to Hawaii's vulnerable ecosystems, biodiversity, and special habitats. Already, Hawaii possesses more threatened and endangered species than any other state in the union.

Last year, the Hawaii Department of Agriculture used a systems approach to analyze to more clearly identify the pest risks, pathways, methods of risk mitigation, and identify the gaps in the existing system. The results were conveyed to Department Administration and the Legislature. In response, the Legislature appropriated and the Governor approved in July 2006, a budget augmentation totaling $2.8 million to fund 56 additional biosecurity positions, additional equipment, and operations.

At present, the Department is working diligently to more fully elaborate a comprehensive biosecurity system for Hawaii, to be known as ***Biosecurity Hawaii***.

Biosecurity Hawaii Accomplishments:

- Developed a draft ***Biosecurity Hawaii*** program outline and interagency organizational charts.
- Assist with the development of the Hawaii Department of Agriculture, USDA-Plant Protection and Quarantine, Department of Homeland Security Customs and Border Protection joint use inspection facility at the Kahului Airport on Maui will be completed and dedicated in August 2007. The $3 million cost of this facility is funded by the Federal Aviation Administration and the Hawaii Department of Transportation.
- The Department has obtained a $100,000 State Civil Defense grant for preliminary planning and design for a joint HDOA, PPQ, CBP use facility at the Honolulu International Airport.
- The Department has initiated a pilot program for the inspection of sea and air container cargo at an off-port transition inspection facility to ensure more timely, efficient and effective quarantine enforcement; and to comply with chain-of-custody food quality standards.

- ► Pest risk assessments have been performed at major state ports of entry, including the Honolulu International, Kahului, Lihue, Keahole, and Hilo Airports. These risk assessments provided the data needed to allocate staffing and resources to better address pest quarantine risks at these facilities.
- ► Plant Quarantine and inter-island quarantine and export rules to minimize the pest risk associated with the intra- and inter-island movement of potted plants and plant products.
- ► Construction of a prototype hot water treatment unit at the Department's Plant Quarantine Facility in Honolulu. The treatment unit is designed to prevent the movement of Coqui frogs and other pests in nursery stock.
- ► Took actions at the 2006 Western and National Plant Board (NPB) annual meetings that lead to the formation of a PPQ-NPB working group to analyze international standards, state and federal quarantine laws and regulations to determine how the USDA can meet state pest risk mitigation needs for pests not covered by federal foreign quarantine requirements.

Biosecurity Hawaii Program Needs:

Because Hawaii is a pathway, it is vulnerable to the introduction of alien pests: Introduction and spread of invasive alien species is the predominant cause of ecological loss in Hawaii and have negatively impacted Hawaii's agricultural industry. Biological studies have determined that because of the unique environment, it is 500 times more susceptible to the establishment of alien pests.

The USDA has recognized the state's uniqueness but has yet to provide any substantial protection to the State.

1. Allow the State of Hawaii, Department of Agriculture to participate in the inspection, quarantine and treatment of foreign goods entering the State of Hawaii through a joint use inspection facility.

2. USDA's risk based analysis only targets specific "actionable" pests of national concern but fails to consider those which are of critical importance to Hawaii and does not address the broad spectrum of pests which may be hitchhiking on the commodity or packing material.

3. Proposed change to legislation:

   Because the federal Plant Protection Act expressly preempts state regulation over foreign commerce, federal legislation is needed to permit the State of Hawaii, Department of Agriculture, to take the action necessary to control, eradicate, or prevent the introduction or dissemination of imported plant pests.

   - Proposed legislation to amend the federal Plant Protection Act, 7 USC §7756 subdivision (a), to provide for an exception to the regulation of foreign commerce.

- Under *existing* law, 7 USC §7756 subdivision (a) "[n]o State or political subdivision of a State may regulate in foreign commerce any article, means of conveyance, plant, biological control organism, plant pest, noxious weed, or plant product in order (1) to control a plant pest or noxious weed; (2) to eradicate a plant pest or noxious weed; or (3) to prevent the introduction or dissemination of a biological control organism, plant pest, or noxious weed." There are presently no exceptions to the regulation of foreign commerce.

- Under the *proposed* law, 7 USC §7756 subdivision (a), would be amended to add an exception, which would allow the State of Hawaii to work cooperatively to assist the Secretary of Agriculture in the administration and enforcement of such federal laws and regulations governing the control and eradication of plant pests in foreign commerce. Such work may include the carrying out of inspection and quarantine activities.

Hawaii is falling further behind foreign countries as it pertains to access to U.S. domestic markets. New USDA foreign importation rules such as the proposed rulemaking for Quarantine 56 allows for expedited rulemaking processes for foreign importations of fruits and vegetables without linkage to Hawaii's Quarantine 318.13 on fruits and vegetables. Consequently, when Quarantine 56 becomes final, it will be critically clear that USDA shows preference to foreign countries over Hawaii, and Hawaii's farmers, and consequently, Hawaii's economy will suffer from the lack of parity.

1. Proposed rule changes to Quarantine 56 should not be finalized until there is equivalency to Quarantine 318.13.

2. Allow the Hawaii to proceed with a risk assessment of the state which is already being done for China as a country. This replaces the commodity by commodity risk assessments being performed now.

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Dean J. Okimoto

Experience:

- 1996 - Present Local Island Fresh Edibles, Inc. Honolulu, HI
  President/Co-owner
  Distribution of fresh local grown produce

- 1983 - Present Nalo Farms, Inc. Honolulu, HI
  President/Owner
  Grower/Producer of Nalo Greens and herbs

- 1983 Dale Carnegie Honolulu, HI
  Instructor for Dale Carnegie Courses

- 1981-1983 CredGuard Corporation Honolulu, HI
  Collection Clerk

- 1975–1980 Hopaco Stationers Honolulu, HI
  Assistant Manager to Manager

- 1969–1972 Hopaco Stationers Honolulu, HI
  Sales Clerk to Assistant Manager, Part-time

Education:

1972 Graduated ‘Iolani High School Honolulu, HI

1980 Graduated University of Redlands Redlands, CA

- B.A., Political Science

EXPOSURE TO AGRICULTURE:

I came back to the family farm in 1983 to start Nalo Farms, Inc. I began farming what my father had farmed for several years, green onions, daikon and american parsley. We also put up a hydroponics system to grow lettuces. We grew some beautiful lettuces for about two years, until I realized that growing beautiful lettuces and selling them were two completely different things.

In 1986, we started growing herbs such as basil, tarragon, thyme and rosemary for the mainland winter market, and that went well until 1990. We then got hit with a soil disease that virtually killed our ability to grow large quantities.

Facing the prospect of not being able to earn a living farming, in 1991, I decided to call it quits. That's when I met Chuck Furuya and Roy Yamaguchi. Roy told me that he would take whatever herbs we were growing and use them right away at his restaurant in Hawaii Kai, but he also wanted me to start growing baby greens. We experimented with the baby greens and after about four months, it was to Roy's satisfaction.

By doing live demonstrations with Roy, we were able to expand our customer base. Today, we service over 110 restaurants on Oahu and Maui, 4 wholesalers and 3 retail supermarkets.

In 1996, I started Local Island Fresh Edibles, Inc., in response to chefs' requests for more local produce. I also saw it as an opportunity to get more farmers involved in this high profile, high quality, and lucrative direct market. Today we also distribute products such as Hau'ula Vine Ripened Tomatoes, Waialua Cherry Tomatoes, Waialua Asparagus, Kula Baby Romaine, Kahuku Super Sweet Corn and many other regionalized local produce.

In the industry, I am currently serving on two advisory boards. Since 2001, I have been on the Leeward Community College Culinary Board of Advisors, and since 2002, on the College of Tropical Agriculture and Human Resources Board of Advisors.

FARM BUREAU INVOLVEMENT:

State Farm Bureau – Roy's Dinner – Benefit	1996 – Present
Oahu County Farm Bureau – President	2000 – Present
State Farm Bureau - Board of Directors	2000 – Present
State Farm Bureau – Vice President	2000
State Farm Fair - Country Market – Co-Chairman	2000
State Farm Fair – Co-Chairman	2001 – 2002
State Farm Bureau –President	2004 -- present

WORKING AFFILIATION WITH PEOPLE INCLUDING FARM BUREAU:

I believe I have a good working relationship with people. My work background hopefully shows that my managerial skills have made it possible to run two businesses. In addition, many of our customers have become friends, as well as business partners, and we have been able to expand it based on human relations, integrity and forthrightness.